

### UNITED STATES MARINE CORPS

MARINE CORPS LOGISTICS BASES 814 RADFORD BOULEVARD ALBANY, GEORGIA 31704-1128

IN REPLY REFER TO:

4790 L21 **MAY** 1 5 2001

### POLICY STATEMENT 2-01

From: Commander
To: Distribution List

Subj: POLICY FOR THE DEVELOPMENT OF COST ESTIMATES IN SUPPORT

OF DEPOT LEVEL MAINTENANCE MISSION

Ref: (a) Maintenance Center Process Improvement Integrated Product Team Charter of

23 Oct 98

Encl: (1) Cost Estimating Procedures

1. <u>Purpose</u>. This document establishes policy, and provides instruction for preparation of cost estimates used to develop the most effective and efficient depot level maintenance work possible.

- 2. <u>Background</u>. The reference was prepared as a result of the Better Business Practice efforts initiated in September 1998. As a result, recommended improvements to cost estimating, a sub-process to planning and scheduling, have been staffed and all changes have been incorporated where applicable. It is anticipated that this living document will change as processes are refined and updated. Routine use of this policy statement, as a means of developing estimates, will permit detailed, product oriented, program management and augment current efforts to implement Earned Value Management throughout MARCORLOGBASES.
- 3. <u>Policy</u>. All cost estimates developed at the Maintenance Centers in support of the Master Work Program, will be developed using steps outlined in the enclosure. Cost estimates for Foreign Military Sales, Repair and Return, and other service work will be developed using the basic steps outlined in paragraphs 1.3 through 1.8. of the enclosure.

R. S. KRAMLICH

Distribution: A

## COST

**ESTIMATING** 

**PROCEDURES** 

24 APR 01

## **COST ESTIMATING PROCEDURES**

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# **COST ESTIMATING PROCESS TIMELINE**

3 NON DEC ODD CALENDAR YEAR JUN JUL AUG SEP OCT NOV DEC JAN FEB MAR APR MAY OCT NUL FEB/MAR OFFICIAL ESTIMATES (2nd cut) due JAN JULIAUG MC pull history, compare data, record changes on Job Plan & SEP JUL Two (2) year workload requirements baseline SOWs, & ROMs Review OFFICIAL ESTIMATES & schedule negotiations Prepare for negotiations Conduct Workstart meetings Review OFFICIAL MWP & FINAL SOWs OFFICIAL MWP passed to SOR'S & LCMC FINAL SOWs due on WEB Sourcing decisions & leveling of MWP for one year continues PROJECTED MWP due to LCMC Start development of MWP for one year Cost Data Sheets for two year workload due to LCMC for POM MD analyzes & compares Job Plans submitted from each Job Plans & Cost Data Sheets due 2nd wk of September (1st cut) compose Cost Data Sheets fwded to MCs (e.g. FY01+3=FY04 reqmts,FY01+4=FY05 reqmts) **Equipment Maintenance Requirements Conference** JUN JUL AUG SEP OCT NOV DEC JAN FEB MAR APR MAY **EVEN CALENDAR YEAR** FEB/MAR OFFICIAL ESTIMATES due to MD APR NOC JAN NOV OCT JUL/AUG DEC SEP JUL Compare changes to current history data, baseline SOW's & **Budget consolidation** Review OFFICIAL ESTIMATES & schedule negotiations Prepare for negotiations Conduct Workstart meetings Review OFFICIAL MWP & FINAL SOWs FINAL SOWs due on WEB MD provides projected MWP to LCMC MD provides updated Cost Data Sheets to LCMC & Changes to Job Plans & Cost Data Sheets due OFFICIAL MWP passed to SOR'S & LCMC MD continues sourcing & leveling MWP starts development of MWP MD analyze compare Job Plans adjust proposals accordingly Changes to second year workload due to MCs Electronic Review of second year workload requirements

APR

**Budget consolidation** 

# **COST ESTIMATING PROCESS TIMELINE**

JUN JUL AUG SEPOCT NOV DEC JAN FEB MAR APR MAY ODD CALENDAR YEAR JUN JUL AUG SEP OCT NOV DEC JAN FEB MAR APR MAY **EVEN CALENDAR YEAR** 

JUL	NO JUN
Two (2) year workload requirements baseline SOWs, & ROMs	Equipment Maintenance Requirements Conference
JUL	JUN
Changes to	Electronic R

■ JULIAUG MC pull history, compare data, record changes on Job Plan & compose Cost Data Sheets

fwded to MCs (e.g. FY01+3=FY04 reqmts,FY01+4=FY05 reqmts)

SEP Job Plans & Cost Data Sheets due 2nd wk of September (1st cut) MD analyzes & compares Job Plans submitted from each depot

Cost Data Sheets for two year workload due to LCMC for POM Start development of MWP for one year

NOV PROJECTED MWP due to LCMC

3

DEC Sourcing decisions & leveling of MWP for one year continues

JAN FINAL SOWs due on WEB

OFFICIAL MWP passed to SOR'S & LCMC
Review OFFICIAL MWP & FINAL SOWs

Conduct Workstart meetings

Prepare for negotiations

FEB/MAR OFFICIAL ESTIMATES (2nd cut) due
Review OFFICIAL ESTIMATES & schedule negotiations

APR

Budget consolidation

■ JUN Electronic Review of second year workload requirements

Changes to second year workload due to MCs

JUL/AUG Compare changes to current history data,baseline SOW's & adjust proposals accordingly

SEP Changes to Job Plans & Cost Data Sheets due MD analyze compare Job Plans

MD provides updated Cost Data Sheets to LCMC & starts development of MWP

NOV MD provides projected MWP to LCMC

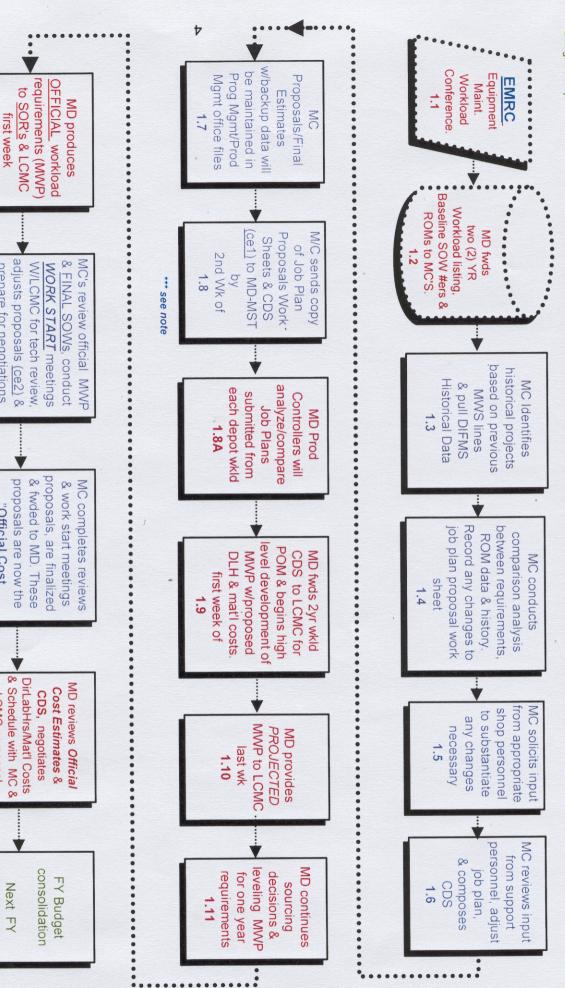
DEC MD continues sourcing & leveling MWP

JAN
FINAL SOWs due on WEB
OFFICIAL MWP passed to SOR'S & LCMC
Review OFFICIAL MWP & FINAL SOWs
Conduct Workstart meetings
Prepare for negotiations

FEB/MAR OFFICIAL ESTIMATES due to MD

Review OFFICIAL ESTIMATES & schedule negotiations

APR Budget consolidation



prepare for negotiations

Estimates" to be used

beginning 2nd wk of

1.15

LCMC personnel

Electronic review

1.16

"Official Cost

for negotiations

\*\*\* see note

### PROPOSAL/ESTIMATE PROCESS FLOW DESCRIPTIONS

- 1.1. Equipment Maintenance Requirements Conference (EMRC) will take place during the month of JUN each odd calendar year. The requirements will be representative of the workload to be performed 28 to 40 months **prior to execution**. (e.g. FY01+3/FY01+4=FY04/05 Requirements) **JUNE ODD YR**
- 1.2. Requirements for the two out-year workload discussed at the conference, including reference to applicable Baseline Statement of Work (SOW) w/deviations along with a Rough Order of Magnitude (ROM) will be passed from the Maintenance Directorate, Master Scheduling Team (MD) to the Maintenance Centers, Albany and Barstow (MC) during the month of JUL, odd calendar years. This ROM will be developed using latest budget guidance (presbud & approved stabilized rates). (See Exhibit 1A, 1B, 2A & 2B) JULY ODD YR

Requirements will be categorized as follows:

- 1) previously performed workload with historical data available
- 2) new workload with no known historical data available.

The Maintenance Centers should only have to perform a detailed review on ROM data submitted as "previously performed" requirements when there is non-concurrence. Proposals for Weapons Systems categorized, as "new requirements with no known history data available" will be developed using research, shop expertise, etc.

\*\*Note: Exhibits enclosed are samples. Each exhibit can be tailored to apply depot unique and commodity unique estimating information. Where Work Breakdown Structure (WBS) has been developed, cost proposals will reflect Direct Labor Hours & Material Costs by shop, as well as hours required per shop in each WBS. Planner Estimator (PE) will provide the hours for each WBS by shop.

- 1.3. Historical projects should be identified based on Master Work Schedule Line Numbers (MWSLN) assigned in previous production years. Defense Industrial Financial Management System (DIFMS) historical data will be pulled using the "Actuals by CON Report" (See sample Exhibit 3) for period ending whatever date the PE chooses. Data retrieved will reflect labor hours & material costs charged against historical jobs, as well as original estimated hours for each shop involved in the workload. This report will allow the PE to view 100% of historical data for the previous program and analyze accordingly. JULY/AUGUST ODD YR
- 1.4 PE will compare estimated hours documented on ROM proposal, against sample data pulled. The PE will also have to evaluate any program level Job Order Numbers (JONS) related to the *Actuals by Con Report* to ensure all related charges are captured. (i.e. preinduction labor & material charges, inspection charges, etc.)

  PE will also consider requirements identified in baseline SOW to past performance information resident in DIFMS in order to ensure the scope of work is the same as historical work performed. Estimated Direct Labor Hours & Material Costs should be validated on the Job Plan Proposal Work Sheet (submitted by MD on original Exhibit 1A, 1B, 2A, 2B) by averaging data on historical data pulled. All changes to the data will be either validated or changed on the Job Plan Proposal Work Sheet. Significant changes in either direct labor hours or material should be documented & justified for future

reference, to become a part of the data package that supports the proposal data being submitted. JULY/AUGUST ODD YR

- 1.5 PE has the opportunity to solicit input from shop production personnel, shop planners, or any shop floor personnel with working knowledge of processes used in previous jobs or known production impediments. It is recommended that the PE solicit this input from the prime shop & support shop planners to accurately capture material or labor charges for any given job. (See sample Exhibit 4) NOTE: It is recommended that detailed material requirements be reviewed using NIMMS history reports. (See sample Exhibit 5) Exhibits 4 & 5 SHOULD be passed to support personnel & forwarded back to the PE to become a part of the history records used for development an/or validation of the ROM submitted to Maintenance Directorate personnel. JULY/AUGUST ODD YR
- 1.6 PE should ensure that input from shop personnel is incorporated into ROM proposal by documenting valid adjustments to Job Plan Proposal Work Sheet. When there are no changes to the original submitted ROM proposal data, PE should complete the concurrence block on Job Plan Proposal Work Sheet (Exhibits1A, 1B, 2A, or 2B whichever is applicable) and compose the Master Work Plan (MWP) Cost Data Sheet that will summarize all the data on the Job Plan form (See sample Exhibit 6) JULY/AUGUST ODD YR
- 1.7 PE will use Project Estimating Check Sheet (See sample Exhibit 7) to ensure all aspects of estimating have been considered when confirming the ROM. PE will retain original Job Plan Proposal Work Sheet with all backup data in the Program Management Dept of the Maintenance Centers. JULY/AUGUST ODD YR
- 1.8 PE will send copy of Job Plan Proposal Work Sheet and MWP Cost Data Sheet (Exhibits 1A, 1B, 2A, or 2B & 6) to MD by 2<sup>nd</sup> week of September. This package will represent all proposals for requirements provided by the MD. Maintenance Centers will flag all proposals that have changes to the original ROM. This will allow the MD personnel to focus on these changes first, prior to forwarding data to Life Cycle Management Center (LCMC) for Program Objective Memo (POM) submissions. **SEPTEMBER ODD YR**
- 1.8a MD will analyze and compare all Job Plans Proposals submitted by both depots. This comparison will be done to ensure that labor hours & material cost is balanced when the anticipated workload is the same for both depots. **SEPTEMBER ODD YR**
- MD personnel will forward MWP Cost Data Sheets for two-year workload to LCMC for POM development & begin high-level development of the MWPs using Job Plan Proposal Worksheets for each respective year. OCTOBER ODD YR
- 1.10 MD will provide the **projected** MWP of sourcing decisions for one yr workload to LCMC. **NOVEMBER ODD YR**
- 1.11 MD will continue sourcing decisions & level Master Work Plan for one-year workload. **DECEMBER ODD YR**
- 1.12 MD will produce *official* MWP for one-year workload requirements (MWP) to Maintenance Centers & LCMC. JANUARY EVEN YR
- 1.13 Maintenance Centers will use the official MWP & final published SOW's, (and changes will be bold & italicized lettering) to conduct a **Start Work meeting** during the month

of January (scheduled last two weeks of month). This meeting is intended to be a joint effort, & technical in nature. Attendees will include LCMC Weapon system team experts, Maintenance Directorate production controllers & Maintenance Center duty experts. Maintenance Directorate will act as liaison during this meeting & will reconcile any differences brought about during discussions. Any changes as a result of this review will have qualifying statements on ROM sheets & will become final. JANUARY EVEN YR

- 1.14 MC's complete reviews & work start meetings and finalizes all proposals. The workload prices will also be adjusted, based on the most recent budget guidance available at this time. (i.e. January Presbud approved stabilized rates, etc.) All changes/adjustments should be documented on the Job Plan Proposal Worksheet and Cost Data Sheets & forwarded to the MD. These Proposals from this point forward will be considered OFFICIAL COST ESTIMATES, used to balance workload, negotiate workload, develop budget submissions and execution in the respective fiscal year. FEBRUARY EVEN YR
- 1.15 MD organizes & conducts official workload negotiations with all stakeholders. FEBRUARY EVEN YR
- 1.16 Maintenance Directorate will proceed with consolidating the budget. (MAY-JUN)
  LCMC will conduct Electronic Review and the cycle starts over for next MWP planning
  & scheduling efforts. MAY/JUNE EVEN YR

\*\*\*Note: Official Cost Estimates can be adjusted during year of execution; however, adjustments will be made using the existing change/impact process implemented by Maintenance Directorate.

### **Definition of Terms and Acronyms**

<b></b>	
FY	Fiscal Year
NIMMS	Navy Industrial Material Management System
EMRC	Equipment Maintenance Requirement Conference
MWS	Master Work Schedule
DIFMS	Defense Industrial Financial Management System
MD	Maintenance Directorate
MD	Maintenance Directorate-Master Scheduling Team
POM	Program Objective Memorandum
SOR	Source Of Repair
MWP	Master Workload Plan
LCMC	Life Cycle Management Center
WBS	Work Breakdown Structure
ODD Year	01,03,05,etc
EVEN Year	02,04,06,etc
Sow's	Statement Of Work
DLH	Direct labor Hours
SFA	Stock Fund Asset
JON	Job Order Number
CWC	Cost Work Center
ВОМ	Bills Of Materials
PE	Planner Estimator
ROM	Rough Order Of Magnitude
CDS	Cost Data Sheets
MC	Maintenance Centers

JON	JOB PLAN PROPOSA	WORK	Proposa	FINAL	Date	Date		-		
		omencia		FINAL		Date				
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cwc	Business Center Product Teams	Hrs	Mat Cost	Rate+ Mat	DLH Hrs	Mat Cost	Mat	WBS1	WBS2	WBS3
	Production Management Depl									
603	QA/QC Config data									
611	Engineering Dept									
616	Industrial Engineering									
621	Material Management									
622	SFC TMDE/Electronics									
623	SFC Heavy Mobile									
624	SFC MPTS									
625	Inventory Management									
626	Material Handling (MHE)									
630	Information Technology									
631	Application Team									
632	Master Planning Team									
643	Process Standards									
711	Engines									
712	Power Train									
713	HMMWV									
714	5-Ton									
	M88									
716	LVS									
717	ENG/Construction									
721	Electrical Components						-			
722	Electrical Components									
723	AAV									
724	LAV									
725	M1A1									
726	Hydraulics/Misc									
727	Mechanical Components		***************************************							
728	Optis Components									····
729	Small Arms									
740	MPST				****					
741	Machine									
742	Sheet metal									
743	Welding									
	Body Shop Heavy									
	Clean/Blast									
	Preservation									
	Body Shop Heavy									
	Paint					<del></del>			<del></del>	
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	Job Order Plan w/wbs.xls				55,,,,,			Exhibit		

Exhibit 1A

FY	Workload BARSTO	w	Propo	sal	Da	te				
JON	JOB PLAN PROPOSA	L WORK	SHEET	FINAL		Date				
		lomencla	tur							
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		DLH	ROM	Ы.	Validata	1/-1:-1-4-	DLH+		1	
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616	PROCESS ENGRNG							<del> </del>		
607	MASTER SCHEDULING							<u> </u>		l
620	QUALITY ANALYSIS									
623	MATERIAL MANAGEMENT								<del>                                     </del>	
624	INVENTORY MANAGEMENT						<u> </u>			
710	HEAVY MOBILE EQUIPMENT B.C.						<u> </u>	<u> </u>		
711	MOTOR ROOM			1		,			<u> </u>	<del></del>
713	HMMWV/LAV/SEE/Radiator			<del></del>	<u> </u>					
714	TRKS/LVS/CRANES/FORKLIFTS				<u> </u>					
719	PAXMAN/TIRE									
721	TRANSMISSION/POWERTRAIN								<del> </del>	
723	AAV HULLS				<u> </u>					
725	M1A1/M88/DOZER/M9ACE/AVLB						<del> </del>			
726	HYDRAULICS/FIRE SUSPENSION						<del></del>	<u> </u>		
727	AAV COMPONENTS						<b></b>	<del>                                     </del>		
728	ELECTRO-OPTICS	<b></b>						<del>                                     </del>		
729	TURRET/ARTILLERY	<u> </u>					ļ			
730	COMM/ELECT B. C.	<u> </u>								
731	ELECT/AC/GEN/BATTERY									
732	GROUND COM									
	MTDS									
	HAWK/ATE									
	RADAR									•
	LAUNCHER									
	SUPPORT B. C.									
	MACHINE SUPPORT									
	SHEET METAL AND BODY SHOP									
	WELDING & NDT									
	UNDERCOAT/LUBE									
	MATERIAL HANDLING (MHE)									
	STEAMBLAST									
	CLEAN/PAINT/LATE/CANVAS									
	PAINT, FINAL									
781	TAD									
Total		60.00	£0.00	00.00	00.00		00.00	00.55	00.55	
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Т	AM# QTY#	ROM	T	T	T		DLH+
		DLH	ROM	DLH+	Validate	Validate	Rate+
cwc	Business Center Product Teams	Hrs	Mat Cost	Rate+ Mai	DLH Hrs	Mat Cost	Mat
0110	Production Management Dept						
603	QA/QC Config data						
611	Engineering Dept						
616	Industrial Engineering						
621	Material Management						
622	SFC TMDE/Electronics					1	
623	SFC Heavy Mobile						
624	SFC MPTS						
625	Inventory Management						
626	Material Handling (MHE)						
630	Information Technology						
631	Application Team						
632	Master Planning Team						
643	Process Standards						
711	Engines						
712	Power Train						
713	HMMWV						
714	5-Ton						
715	M88						
716	LVS						
717	ENG/Construction						
721	Electrical Components						
722	Electrical Components						
723	AAV						
724	LAV						
725	M1A1				-		Ī.
726	Hydraulics/Misc						
727	Mechanical Components						
728	Optis Components	† · · · · · · · · · · · · · · · · · · ·					
729	Small Arms						
740	MPST						
741	Machine						
742	Sheet metal						
743	Welding						
744	Body Shop Heavy						
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Job Order Plan w/wbs.xls

Exhibit 2A

JON	JOB PLAN PROPOSAL	L WORK SHEE			Date		
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cwc	Business Center Product Teams	ROM DLH Hrs	ROM Mat Cost	DLH+ Rate+ Mai	Validate DLH Hrs	Validate Mat Cost	DLH+ Rate+ Mat
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607	MASTER SCHEDULING		<del> </del>	···			
620	QUALITY ANALYSIS		<del>                                     </del>	ļ			
623	MATERIAL MANAGEMENT		<del> </del>	<del>- </del>			
624	INVENTORY MANAGEMENT		-	<del></del>		<u> </u>	
710	HEAVY MOBILE EQUIPMENT B.C.		<del> </del>	<del> </del>			
711	MOTOR ROOM	<del></del>		<del>                                     </del>			
713	HMMWV/LAV/SEE/Radiator			<b>+</b>		<del> </del>	
	TRKS/LVS/CRANES/FORKLIFTS			1		ļ	
	PAXMAN/TIRE					<u> </u>	
721	TRANSMISSION/POWERTRAIN						
	AAV HULLS						
	M1A1/M88/DOZER/M9ACE/AVLB		<u> </u>		<u> </u>		
	HYDRAULICS/FIRE SUSPENSION						
	AAV COMPONENTS						
	ELECTRO-OPTICS					<del></del>	·
	TURRET/ARTILLERY		-	<u> </u>			
730	COMM/ELECT B. C.			<u> </u>		ļ	
	ELECT/AC/GEN/BATTERY			<u> </u>		·	
	GROUND COM						
	MTDS		<del>                                     </del>				
	HAWK/ATE					<u> </u>	
	RADAR					I	•
	LAUNCHER						
	SUPPORT B. C.						
	MACHINE SUPPORT	<del></del>				· · · · · · · · · · · · · · · · · · ·	
	SHEET METAL AND BODY SHOP						
	WELDING & NDT	-					
	UNDERCOAT/LUBE	<b>-</b>					
	MATERIAL HANDLING (MHE)	· † · · · · · · · · · · · · · · · · · ·	<u> </u>				
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Total		\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
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	heduled Job Plan Cost			\$0.00			\$0.00 \$0.00
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					er Estimater	*****	
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	Job Order Plan w/wbs.xls					Exhibit 2B	

# Actuals By Con for Period Ending: 1/31/01

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0.00 0.00
0.00
0.00
0.00

## **Manhours & Parts Proposal Adjustments**

FY Wo	rk Load			Proposal	Date
JON#	_			Final	Date
Baseline SOW #					
		LINIT	MANHOURS ADJUS	TMENTS:	
HOURS		COMMENTS	increase/decrease/a	add'l labor involved, etc.	
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SAMPLE\*\*\*SAMPLE\*\*\*
THIS REPORT WAS EXTRACTED FRM NIMMS HISTORY INTO ACCESS CONVERTED TO EXCEL

# NIMMS HISTORY MATERIAL REPORT

	DATE	200	110	080	023 075	075	075	100	199	199	122 076	060	060	125	060	060	060	060	060	146	116	126	153	103	860	126	101	075	075	075	075	760	034	250
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		SEAL OI	······	SHOCK ABSORBE	******	WEATHERSTRIP	WINDSHIELD AS		INSULATION PAN		PAD, DOOR CHEC	INSULATION, VEH	INSULATION, VEH	INSULATION, VEH	INSULATION, VEH		INSULATION, VEH	INSULATION, VEH	INSULATION PAN		ROD, ALIGNING, VE	BLADE WINSHIIEL	SWITCH, STOPLIG	NOZZLE, DEFROST	····	AKM, WINDSHIELD	PARISKIT, W/S/W	HEGULATOR, VEH		CHANNEL, LIFT, VE		PARTS KIT, SEAT BELT	RING, WIPER	TOTALS
	NIN	011427563	2510 007409613	007409617	007368622											010823622	010827455	010840446	013182817				www.wighton	010831116	01 1010010						007376203	012565331	007409553	ANTICONING WAR TO THE CONTRACT OF THE CONTRACT
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NIMMS History Mat'l Report

Exhibit 5

### MWS COST DATA SHEET

ALBANY\_\_\_\_\_BARSTOW\_\_\_\_

				1101044
MWSLIN/JON	<b>NOMENCLATURE</b>	FY WORKLOAD	<u>NSN</u>	TAM
UNIT RCT				
QTY SCHEDULED				
	TOTAL JOB			UNIT HR/COST
DLH HOURS				
MILITARY HOURS				
TOTAL HOURS				
DLH COSTS				
MILITARY LABOR				
TOTAL DLH COST				
SFA MATERIAL				
TOTAL MATERIAL				
TOTAL			TOTAL UNIT COST	
SCHEDULE PLAN			·	
REMARKS				
QUALIFYING STATEN	L  SENT FOR CHANGES:		·	· · · · · · · · · · · · · · · · · · ·

	JON	FY	Workload	New/Previous
Initial				
minual	DATE			
· · · · · · · · · · · · · · · · · · ·	NOMENCLATU	RF		
····· , ,	NSN			
	TAM#			
	PROPOSAL DT	D	COSTE	STIMATE DTD
	PLANNER/ESTI		00012	STIMATEDID
	CHECK SOW O		<b>JRFR</b>	DATE
	SOW CHANGES			DATE
	CHECK FOR PF			<b>V</b>
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			PLANNER CONT	TACTED
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	SHOP FLOOR C			
	PROJECT MAN		r	
	COMPONENTS	AGLIVILIA	<del></del>	·
	POWER TRAIN			
	PRIME SHOP			
·	ELECTRICAL CO	MONENTS		
	ELECTRICAL CO			
	HYDRAULICS	OMPONENT	3	
	MECHANICAL C	OMBONIENT	0	
	OPTICS/FIRE CO		3	
	SMALL ARMS	JNTRUL		
	MACHINE SHOP			
	WELDING SHOP			
	BODY SHOP	-		
		DDLAGE		
	CLEANING/SAN			
	PRESERVATION PAINT	l	· · · · · · · · · · · · · · · · · · ·	
	OIL ANALYSIS ATEP			
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	RADIAC CALIBR			
	ELECTRONIC CA			
	PHYSICAL DIME			
	WIPE TEST REC		<u> </u>	
	ELECTRO-OPTIC	JAL		
	COMM/ELEC	EDT/		
	GENERAL PROF			
	GROUND COMM	<u> </u>		
	SIDE BAND			
	RADAR			
	MICROWAVE			
	TAD			
	MANAGEMENT F			
	QUANTITY DISC	OUNT (PRO	DUCTION LINE)	

CONTACTING CUSTOMER FOR CLARIFICATION
AVAILABILITY OF PUBLICATIONS
MATERIAL DOLLAR INFLATION CONSIDERED
LTI CONSIDERED IF VEHICLE AVAILABLE
PRE INVENTORY INSPECTION
PRE INDUCTION INSPECTION
NO PRIOR HISTORY 40% LABOR 20% MATERIAL
DISCUSSED ESTIMATE WITH AFFECTED CWCs
OWOS